

# DEPARTMENT OF PENNSYLVANIA

## VETERANS OF FOREIGN WARS OF THE UNITED STATES

# MEMBERSHIP AWARDS PROGRAM

## 2022-2023



**Department Headquarters**  
**4002 Fenton Ave.**  
**Harrisburg, PA 17109-5943**  
**Phone: (717)234-7927 Fax: (717)234-1955**  
**[www.vfwpa.org](http://www.vfwpa.org)**

**Table of Contents**

Message from the Department Commander – Henry Mannella ..... 3

Message from the Department of Pennsylvania Membership Team ..... 3

2022-2023 Membership Programs ..... 4

Individual Membership Rewards ..... 5

Life Membership to Legacy Life Membership Upgrade ..... 6

Post Level Contests (Post Divisions 1-6)..... 7

Grass Roots Posts Contests (Post Divisions 7-11)..... 7

Post Membership Awards ..... 7

All-State Post Commanders and Quartermasters Contest..... 8

All State Post/District Commanders and Quartermasters Worksheet..... 9

Auxiliary Membership Award Certification Form ..... 11

District Awards ..... 12

Membership Plaques and Awards ..... 13

2022-2023 Department Membership Team ..... 17

2022-2023 Planning Calendar ..... 18

Tools to Boost Membership ..... 20

## “HONOR – SERVICE - MENTORSHIP”

### **Message from the Department Commander – Henry Mannella**

To say the last 2 years has changed everything we do is an understatement. We were all in the military and we all know to overcome and adapt to whatever the circumstances are to accomplish the mission. We always do a great job in getting the new members to join are great organization but where we fail is in retention. It is imperative we contact these members and let them know that we CARE! No One Does More for Veterans. We can reach these members by doing buddy checks, working the unpaid list and reaching out on social media Just think if every member would recruit or reinstate one member this year and how strong our voice would be in the halls of congress and in Harrisburg! This Year’s Membership Program is staying 100% +1 and the Mandatory All State work sheet is required to be submitted to Department Headquarters no later than APRIL 30 2023.

Our Membership team has **PROFESSIONALLY TRAINED** recruiters throughout the Department to help assist you in your recruiting and retention efforts. If I can be of assistance in any way to you, please get in touch with me.

Please remember to practice the three key R’s.....**RECRUIT, REINSTATE, RETAIN**

Respectfully,

Henry R Mannella

DEPARTMENT OF PA  
STATE COMMANDER

### **Message from the Department of Pennsylvania Membership Team**

Welcome to the new 2022-2023 VFW program year. Commander Manella has selected three key leadership characteristics for his commander year, and we want to take a moment to explain what those mean in the context of membership. **HONOR** – Commitment to always do what is right, especially in membership, that continually honors the bylaws, requirements, and expectations organization. **SERVICE** – means “Service Before Self” including calling **ALL** current and former members of our posts and districts to address **THEIR** needs for support and well-being. This also includes the families of these members. **MENTORSHIP** – There is no greater time than now to recruit, retain and mentor younger veterans into our posts and districts, especially those veterans that have stepped up to take leadership roles. Each year, our team emphasizes the priority of engaging new potential recruits to ensure we remain mission capable of serving veterans, the military, our communities and to advocate on behalf of all veterans.

Membership is **NOT** just the responsibility of the officers of your post, district and/or department. In fact, it is **EVERY** member’s highest priority to make certain that **ALL** eligible veterans can be part of the greatest combat organization on the face of the planet. You can do your part in helping our membership by reaching out to your network and recruit or reinstate at **LEAST ONE** person into your post. All of us know at least one person that is not yet a member and that every voice is heard as we advocate for veterans’ legislation and rights each year in Washington, DC. We encourage you to reach out to the State Membership Team with questions, concerns, ideas, or requests for assistance for all your membership. We are fully committed to your success and can be reached at: [Membership@vfwpahq.org](mailto:Membership@vfwpahq.org).

# “HONOR – SERVICE - MENTORSHIP”

## *2022-2023 Membership Programs Special Notices and Exceptions*

- Membership Divisions for all Posts will be same as National Divisions.
- **Membership quota** for all Department contests is **100% + 1** unless otherwise noted.
- Continuous, new, reinstated and Life Members will be verified by National Headquarters for all Department Contests.
- All Department Membership Contests end **April 30, 2023**, unless otherwise stated.
- Individuals, Posts and Districts can only win **one** time in each **contest or category** unless otherwise stated. The Department will make the final determination of all Department awards.
- All **contest checks** will become the **property of the Post or District** unless **otherwise stated**. All checks will be made out to the Post or District Quartermaster unless otherwise stated.
- All requirements for All State Awards must be met by April 30, 2023.
- All membership transmittals for All State Status to **receive a cap at Convention** must be recorded at Department Headquarters **NO LATER THAN April 30, 2023**.
- All membership transmittals for All American Status must reach National Headquarters **NO LATER THAN June 30, 2023**.
- Posts who are in arrears and receive a monetary award, the arrearage will be deducted from the award.

To encourage thorough reading of this important membership program, Commander Manella has inserted Five special graphics into the booklet. You can earn a special prize by locating these symbols and sending a note to State Adjutant/Quartermaster via U.S. Mail, Fax (717-234-1955) or E-mail [quartermaster@vfwpahq.org](mailto:quartermaster@vfwpahq.org) noting the page and location of the symbol listed below:

# **“HONOR – SERVICE - MENTORSHIP”**

## *Individual Membership Rewards*

### **Contest #1 - “All Got One – Veterans Day”**

Every Member that recruits one new or recovered VFW Member, verified by the National Membership Program, between July 1, 2022, and November 11, 2022, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### **Contest #2 - “All Got One – Valentine’s Day”**

Every Member that recruits one new or recovered VFW Member, verified by the National Membership Program, between November 12, 2022, and February 14, 2023, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### **Contest #3 - “All Got One – State Convention”**

Every Member that recruits one new or recovered VFW Member, verified by the National Membership Program, between February 15, 2023, and June 30, 2023, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### **Contest #4 - “Helping Hands – Fall – Auxiliary”**

Every VFW Member that recruits over 5 new or recovered VFW Auxiliary Members, verified by the National Auxiliary Headquarters, by October 31, 2022, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### **Contest #5 - “Helping Hands – Fall – Military Order of the Cootie”**

Every VFW Member that recruits over 5 new or recovered VFW Military Order of the Cootie Members (between July 1, 2022 through October 31, 2022), verified by the Grand Quartermaster, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

## “HONOR – SERVICE - MENTORSHIP”

### **Contest #6 - “Helping Hands – Spring – Military Order of the Cootie”**

Every VFW Member that recruits over 5 new or recovered VFW Military Order of the Cootie Members (between November 1, 2022 through April 30, 2023, verified by the Grand Quartermaster, verified by the Grand Quartermaster, by April 30, 2023, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### **Contest #7 - “Helping Hands – Spring – Auxiliary”**

Every VFW Member that recruits over 5 new or recovered VFW Auxiliary Members, verified by the National Auxiliary Headquarters, November 1, 2022 through by April 30, 2023, will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### **Contest #8 – “Auxiliary VFW Recruiter”**

The top three (3) Auxiliary Members who recruit the highest number of new and/or reinstated VFW Members by April 30, 2023, will each receive \$100 and a special gift from State Commander Manella.

- Must have at least 10 Members to qualify.
- Members will need to submit a Membership Program Award Certification form (Page 10).

### **Contest No. #9 - Life Membership OTI Attendance Award**

Members that attend Officer Training Institute sessions will be eligible for a drawing for 4 life memberships or if already a Life Member, an upgrade to the next tier of Legacy Life membership. If the member is already a Legacy Life Gold member, they will receive a \$200.00 Certificate to the VFW Store. Drawing for these memberships will take place at the conclusion of the OTI sessions.

### **Contest No. #10 – Continuous to Life Membership Monthly Award**

A special monthly drawing for two life memberships to be awarded each month and will take place from August 2022 through April 2023. Winners that are continuous members will receive an upgrade to Life Membership.

#### *Life Membership to Legacy Life Membership Upgrade*

### **Contest No. #11 – Life Membership to Legacy Life Monthly Award**

Life Members will be entered into a Legacy Life drawing for 2 Legacy Life Memberships each month. If the member is already a Legacy Life Gold, then the winner will receive \$200.00 VFW Store Gift Certificate. Contest runs from August 2022 through April 2023.

# “HONOR – SERVICE - MENTORSHIP”

## 2022-2023 Membership Achievement Awards

### *Post Level Contests (Post Divisions 1-6)*

All Posts that properly report **100% + 1** in membership, including 20 new/reinstated members, will receive a monetary award and VFW Store gift certificate on dates listed below:

- **Contest #12**            December 31, 2022                            \$850 plus a \$100 Gift Certificate
  
- **Contest #13**            February 28, 2023                            \$550 plus \$100 Gift Certificate
  
- **Contest #14**            April 30, 2023                                 \$350 plus \$100 Gift Certificate

### *Grass Roots Posts Contests (Post Divisions 7-11)*

Grass Roots Posts that properly report 100% +1 in membership, including 10 new/reinstated members, will receive a monetary award and VFW Store gift certificate on dates listed below:

- **Contest #15**            December 31, 2022                            \$850 plus \$100 Gift Certificate
  
- **Contest #16**            February 28, 2023                            \$550 plus \$100 Gift Certificate
  
- **Contest #17**            April 30, 2023                                 \$300 plus \$100 Gift Certificate

### *Post Membership Awards*

#### **Contest #18            “We Gave It Our All” Contest**

Every Post who obtains at least 95% in membership, plus reports all mandatory criteria on Page 8 by April 30, 2023, will be entered into a drawing for one (1) of five (5) Life Memberships.

- Posts obtaining 100% plus 1 member are not eligible for this award.
- The worksheet on Page 8 must be completed and sent to Department Headquarters with the Post’s nominated recipient by May 30, 2023.
- The drawing will occur at the Department Convention.

# “HONOR – SERVICE - MENTORSHIP”

## **Contest #19**

The Post Commander and Post Quartermaster from each All-State Membership Division with the most new/reinstated members over their membership goal by February 28, 2023, will receive a special award from the State Commander.

## **Contest #20**

The Post Commander and Post Quartermaster from each All-State Membership Division with the most new/reinstated members over their membership goal by February 28, 2023, will receive a special award from the State Commander.

### *All-State Post Commanders and Quartermasters Contest*

## **Contest #21**

All-State Post Commanders will receive a distinctive VFW Cap, an All-State Commander's Pin and special recognition at the State Convention.

An outstanding Post Commander will be selected Captain of the All-State Team based on the scoring of the All-State worksheet & membership over their goal by April 30, 2023 will receive a special gift from State Commander Mannella at the State Convention.

## **Contest #22**

All-State Quartermasters will receive a distinctive VFW Cap, an All-State Quartermaster's Pin and special recognition at the State Convention.

An outstanding Post Quartermaster will be selected Captain of the All-State Team based on the scoring of the All-State worksheet & membership over their goal by April 30, 2023 and will receive a special gift from State Commander Mannella at the State Convention.

### **ALL-STATE POST DIVISIONS & QUOTA**

<b>Division</b>	<b>Membership</b>	<b>Minimum %</b>
Division 1	951-+	100% + 1
Division 2	750-950	100% + 1
Division 3	356-749	100% + 1
Division 4	246-355	100% + 1
Division 5	185-245	100% + 1
Division 6	143-184	100% + 1
Division 7	112-142	100% + 1
Division 8	88-111	100% + 1
Division 9	68-87	100% + 1
Division 10	51-67	100% + 1
Division 11	1-50	100% + 1




# “HONOR – SERVICE - MENTORSHIP”

## **All State Post/District Commanders and Quartermasters Worksheet**

**To be considered for All State Status this worksheet must be submitted to  
Department Headquarters, 4002 Fenton Avenue. Harrisburg, PA 17109-5943  
Postmarked no later than April 30, 2023 to receive Cap at Convention  
*ALL STATE WORKSHEET IS MANDATORY***

Name \_\_\_\_\_ Post # \_\_\_\_\_ District# \_\_\_\_\_

### **Mandatory Criteria**

- Membership Properly Reported as attaining percentage goal of 100% + 1.
- All Post and Home Association By-Laws (if Applicable) must be Current (within the previous 5 years)
- Post/District must have Articles of Incorporation on file with Department Headquarters.
- Purchase Buddy Poppies. (5 Per Member) Date: \_\_\_\_\_ Check # \_\_\_\_\_
- Voice of Democracy Entry. Yes [  ] No [  ] (Donation of \$250.00 may be made in lieu of entry) (Check Must be sent to Department Headquarters earmarked **Voice of Democracy no later than December 31, 2022**)
- Patriot’s Pen Entry. Yes [  ] No [  ] (Donation of \$250.00 may be made in lieu of entry) (Must be sent to Department Headquarters **earmarked Patriot’s Pen no later than December 31, 2022**)
- Veterans and Military Support Fund Raiser or donation to VMS Fund (**Dept. Division 1-6 \$100 –Dept. Division 7-11 \$50**) (Must be sent to Department Headquarters) Earmarked **Veterans & Military Support**  
Date: \_\_\_\_\_ Check # \_\_\_\_\_
- National Home Donation (**\$50.00 No later than April 30, 2023**) (Must be sent to Department Headquarters **Earmarked for National Home**) Date: \_\_\_\_\_ Check #: \_\_\_\_\_
- Donation to Commander’s Special Project (**\$100.00 No later April 30, 2023**). Must be sent to Department Headquarters **Earmarked Special Project (Friends of the Pittsburgh Fisher House)**. Date: \_\_\_\_\_ Check # \_\_\_\_\_
- All Posts must sign up 5 new Action Corps Members (See Worksheet on Page 10 and QR Code on Page 14)
- VAVS Donation (**\$75.00 No Later than April 30, 2023**) Must be sent to Department Headquarters Earmarked VAVS.  
Date: \_\_\_\_\_ Check # \_\_\_\_\_
- All Posts must submit **MONTHLY** community service reports starting July 2022 through April 2023. Reports must be on file with the department chairman (**NOT DEPARTMENT**).
- Post/District must have submission of one EMT or 911 Dispatcher or Firefighter or Police Officer Candidate for Dept. Safety Award (**Entries must be received in Dept. Headquarters by December 31, 2022**)
- All Post Quarterly Trustee Reports Including June 2022 must be on file.   
Dates Trustee Reports sent to Dept. June: \_\_\_\_\_ September \_\_\_\_\_ December \_\_\_\_\_ March \_\_\_\_\_
- Post must have QM Bonded and on record at Department HQ. Date: \_\_\_\_\_ Check # \_\_\_\_\_
- Post Commander and/or Sr. Vice Commander and/or Jr. Vice Commander and/or Quartermaster must attend all District Meetings (**Post/District CMDR must attend at least attend 50% of ALL District Meetings**).
- Post/District must have a **registered** Service Officer (**Current Fee Paid**).
- Post/District must not be in arrears for the current or prior year (e.g., dues, audits, Reports, etc.)
- Post Inspection is recorded for 2022-2023. Date Inspected \_\_\_\_\_ By \_\_\_\_\_
- All-State requirements must be completed July 1, 2022, to April 30, 2023, to receive cap at Convention.

## “HONOR – SERVICE - MENTORSHIP”

**To be considered for All State Status the worksheet must be submitted to  
Department Headquarters, 4002 Fenton Avenue. Harrisburg, PA 17109-5943  
Postmarked no later than April 30, 2023  
ALL STATE WORKSHEET IS MANDATORY**

The score will be calculated at Department Headquarters. The points will be used to determine the All-State Captains. **Records must be on file at Department Headquarters to Qualify.**

**POINTED CRITERIA:** \_\_\_\_\_ **POINTS:** \_\_\_\_\_

Purchase 10 Buddy Poppies per member	10	_____
Membership % goal by Dec. 31, 2022	20	_____
Or Membership % goal by Feb. 28, 2023	15	_____
Or Membership % goal by Apr. 30, 2023	10	_____
New or Reinstated Member by Dec. 31, 2022 Maximum 75 pts	5 ea	_____
Community Activity Record Book Submitted for Judging	30	_____
Americanism Program	20	_____
Community Activities Participation	20	_____
Safety Program	20	_____
Youth Activities Participation (e.g., Scouts, JROTC, etc.)	10	_____
Participate in the Adopt a Unit Program	10	_____
Participate in Citizenship Education Teacher Award (E.g., Voice of Democracy)	10	_____
Donation to Barger Nursing Scholarship	10	_____
Post/District Officers attend the Dept. Regional School of Instruction (OTI)	10	_____
Post/District Inspection submitted to Department by December 31, 2022	10	_____
Donation to Homeless Veterans Program	10	_____
Voice of Democracy Student (Donations do not qualify)	50	_____
Patriot’s Pen Student (Donations do not qualify)	50	_____
Donation to State Commander’s Special Project:	20	_____
Law Enforcement Candidate	30	_____
Fire Fighter Candidate	30	_____
Emergency Medical Services/Dispatcher Candidate	30	_____
Citizenship Teacher of the Year Entry – Smart Maher (K-12)	30	_____
Post/District Commander must Attend at least One Dept. Recruiting Instruction*	60	_____

**(\*Dept. Membership Chair Validates Attendance - This is not OTI!)**



# “HONOR – SERVICE - MENTORSHIP”

## *District Awards*

### **2022-2023 District Membership Awards**

All Districts that properly report their membership goal of 100% + 1 will receive an award for the district. Dates and awards listed below.

- **Contest #23**            December 31, 2022            **\$1200**
- **Contest #24**            April 30, 2023                **\$700**
- **Contest #25**            June 30, 2023                **\$500**

### **2022-2023 District Life Membership Achievement Award\***

All Districts that properly report **25** new Life Members (includes annual going life) will receive an award for the district.

- **Contest #26**            December 31, 2022            **\$750**
- **Contest #27**            April 30, 2023                **\$500**
- **Contest #28**            June 30, 2023                **\$200**

### **2022-2023 District Commander Awards**

#### **Contest #29**

All District Commanders and District Membership Chairperson’s who have attained their membership goal of 100% +1 by April 30, 2023 will receive:

- All State District Commander’s Cap at Convention
- Jacket (Style to be determined by State Commander)
- Special Recognition at the State Convention

#### **Contest #30**

All District Commanders and District Membership Chairperson’s who have attained their membership goal of 100% + 1 between May 1, 2023 and June 30, 2023 will receive:

- All State District Commander’s Cap
- Special Recognition at the State Convention

**Note:**     *In order to Qualify for this award all, the following must be Completed and Submitted to Department: District Inspections, Post Inspections and Post and District Quarterly Audits, District by-laws (must be updated within the previous 5 years) and all posts/district Quartermaster Bonds.*

## “HONOR – SERVICE - MENTORSHIP”

### **Contest #30 “All American Department”**

If we become an All-American Department, all District Commanders, State Membership Team and Certified National Recruiters will receive an incredibly special reward from State Commander Manella –  
**(To Be Announced)**

### **Contest #31 “District Membership Chairman” Contest**

All District Membership Chairmen who attain their membership goal of 100 + 1 by April 30, 2023 will be entered in a drawing for a Life Membership. If the member is already a Life Member, an upgrade to Legacy Life Membership will be awarded. If the member is already a Gold Legacy Life Member, they can choose either a \$200 VFW Store Gift Certificate or they may donate the Life Membership to another member of their choice. Drawing will be held on the next business day after the conclusion of the contest.

### ***Membership Plaques and Awards***

#### **The Joe Salvo Award for Individual Post Members**

##### **Contest #32**

A **Henry VFW Tribute Rifle** will be presented to the *individual member* who signs up the most new and reinstated members (over 25 members) between July 1, 2022 and April 30, 2023. This award will be presented at the 2023 Department Convention. The National Recruiter Report will be used to verify the member.



#### **Chosnyk Plaque**

##### **Contest #33**

This plaque is awarded to the district having the greatest percentage increase as of April 30, 2023.

## “HONOR – SERVICE - MENTORSHIP”

### Post Commander’s Award

#### Contest #34

A Henry VFW Post Tribute Rifle will be awarded to the Post with the highest numerical increase as of April 30, 2023.



### Robert Musser Memorial Plaque

#### Contest #35

This plaque will be awarded to the Post having attained the greatest percentage of increase as of April 30, 2023.

### Van Zandt Award

#### Contest #36

To be eligible, a Post must recruit at least 25 *new/reinstated members* prior to April 30, 2023. The Post recruiting the *most new/reinstated members* as a percentage of existing membership receives a plaque.

### Special Note

Districts and Posts must meet their membership goal, inspected, and report participation in Community Service, Patriot’s Pen Essay, Voice of Democracy, Safety, Youth Activities, Buddy Poppy, Citizenship Education in the current Commander’s Membership Year to qualify for plaques and award. The plaques and the Van Zandt Award will be presented at the first general session of the Convention.

**“HONOR – SERVICE - MENTORSHIP”**

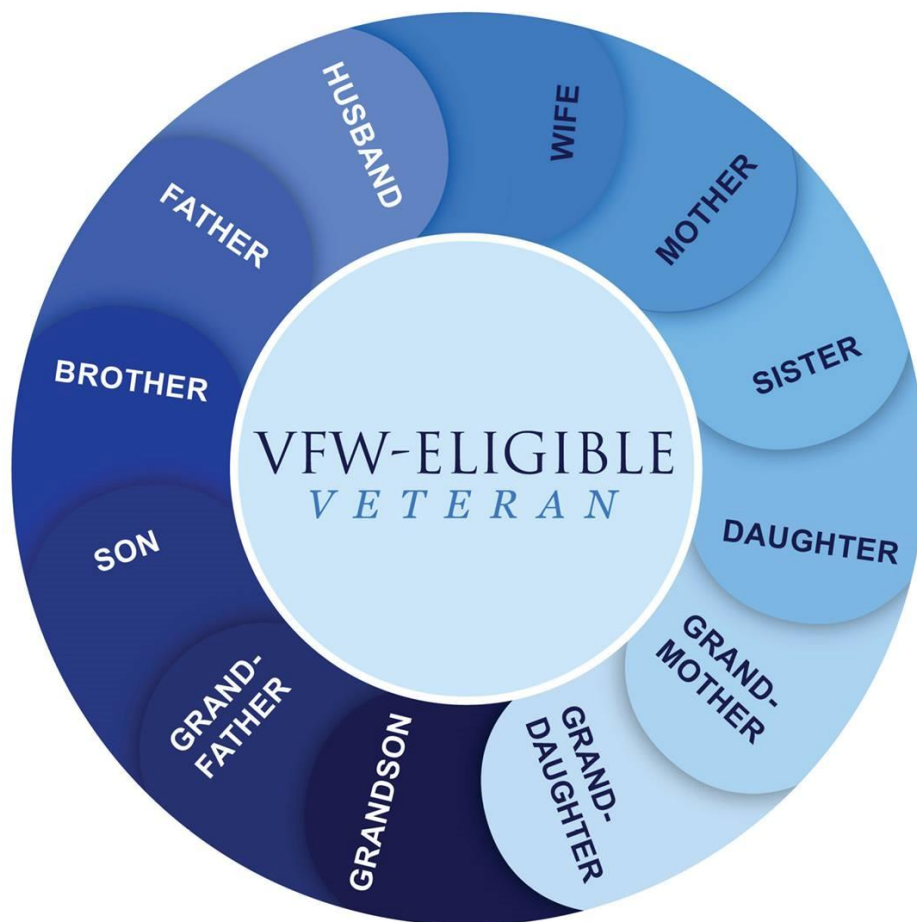
**Action Corps Sign Up** 



<https://www.vfw.org/ActionCorpsSignup>



# VFW Auxiliary Eligibility Wheel



*\*Step- and adopted parents, children, siblings (and half-siblings), grandparents and grandchildren are considered the same as biological parents, children, siblings, grandparents and grandchildren and may join the VFW Auxiliary under their VFW-eligible veteran.*



# **“HONOR – SERVICE - MENTORSHIP”**



## ***2022-2023 Department Membership Team***

### **Department Membership Chairman:**

John August Otte  
368 Village Way, Chalfont, PA 18914  
Cell Phone (267) 644-7942 or 267-645-9716

Post 7293  
District 8  
Email: [Membership@vfwpahq.org](mailto:Membership@vfwpahq.org)

### **Department Membership Co-Chairman (Eastern)**

James Manser  
2040 Kerr Road, Harleysville, PA 19438  
Cell Phone: 610-324-9848

Post 7155  
District 16  
Email: [Membershipeast@vfwpahq.org](mailto:Membershipeast@vfwpahq.org)

### **Department Membership Co-Chairman (Central)**

Earl “Greg” Stump  
952 Colman Mills Road, Post Allegany, PA 16743  
Cell Phone: (760) 443-6811

Post 6391  
District 19  
Email: [Membershipcentral@vfwpahq.org](mailto:Membershipcentral@vfwpahq.org)

### **Department Membership Co-Chairman (Western)**

Carl Trusiak  
205 Truxall Rd, Apollo, PA 15613-9005  
Cell Phone: (724)448-4945

Post 566  
District 27  
Email: [Membershipwest@vfwpahq.org](mailto:Membershipwest@vfwpahq.org)

### **Western Districts Recruiter**

Wally Paciorkowski  
214 Tarragonna St, Pittsburgh, PA 15210  
Cell Phone: (412) 607-3923

Post 6675  
District 29  
Email: [RecruiterCentralWest@vfwpahq.org](mailto:RecruiterCentralWest@vfwpahq.org)

### **Eastern Districts Recruiter**

Craig Fisher  
51 North Wolf Street, Manheim, PA 17545  
Cell (717) 405-0980

Post 5956  
District 9  
Email: [cofish17@windstream.net](mailto:cofish17@windstream.net)

Megan Regan  
209 Bolt Road, Granville Summit, PA 16926  
Cell (325) 262-2969

Post 1568  
District 14  
Email: [MRegan@humana.com](mailto:MRegan@humana.com)

John Rybcinski

Email: [rybcinski123@comcast.net](mailto:rybcinski123@comcast.net)

### **VFW Certified National Recruiters (CNR)**

Dave Gyger  
Cecil Dennis  
Henry Mannella  
John Otte  
John Rybcinski

Email: [djc57@verizon.net](mailto:djc57@verizon.net)  
Email: [cecil\\_dennis@hotmail.com](mailto:cecil_dennis@hotmail.com)  
Email: [h.mannella72@yahoo.com](mailto:h.mannella72@yahoo.com)  
Email: [Membership@vfwpahq.org](mailto:Membership@vfwpahq.org)  
Email: [rybcinski123@comcast.net](mailto:rybcinski123@comcast.net)

# **“HONOR – SERVICE - MENTORSHIP”**

## ***2022-2023 Planning Calendar***

### **2022**

July 4	Independence Day (Department HQ Closed)
July 16-21	National Convention Kansas City, MO
July 30	Northeastern Officer’s Training Dupont Post# 4909 District 11(8:00 AM) 401-403 Main Street, Dupont, PA 18641 (570) 654-9104
July 31	South Eastern Officer’s Training Post# 7293 District 8 (8:00 AM) 5209 Springmill Road, Whitehall, PA 18052 (610-262-1711)
August 1	Port Allegany Post #6391 District 19 (6:00 PM) 4743 Rte 155 , Port Allegany, PA 16743 (814) 642-2547
August 6	Northwestern Officer’s Training Reynolds Post# 7599 District 28 (8:00 AM) 115 Edgewood Drive, Greenville, PA (724) 646-9971
August 7	Southwestern Officer’s Training McMurray Post 764 District 24 (8:00 AM) 460 Valleybrook Road, McMurray, PA 15317 (724) 941-3358
August 8	Western Officer’s Training West Mifflin Post 914 District 29 (6:00 PM) Thompson Run Athletic Assoc. 4901 Ball Ave, West Mifflin PA 15122
August 12	PA District 21 Golf Scramble, The Bridges Golf Club 6729 York Rd., Abbottstown, PA 17301
August 12 &13	Department Flying Squadron, Sheraton Harrisburg-Hershey Hotel 4650 Lindle Road, Harrisburg, PA 17111 (Invitation Only)
August 12-13	VFW Auxiliary Program & Leadership Conference, State College, PA
August 14:	Central Officer’s Training, Selinsgrove VFW Post 6631 District 17 (8:00 AM) 940 Route 522, Selinsgrove, PA 17870 (570) 374-3912
August 15:	North Central Area Officer’s Training, VFW Post 8724 (6:00 PM) 1665 Newry Lane, Duncansville, PA 16635 (814) 695-9703
August 25-28:	National Commander-in-Chief’s Homecoming (Chandler, AZ)
September 5:	Labor Day (Department HQ Closed)
September 10:	VFW Celebrating Freedom, Flight 93, Shanksville, PA
September 11:	Patriot’s Day
September 16:	POW-MIA Day

## **“HONOR – SERVICE - MENTORSHIP”**

### **2022 (cont'd)**

September 25:	Gold Star Mother’s Day
October 10:	Columbus Day (Department HQ (Closed)
October 14-16	State Commander’s Testimonial – Doubletree Hotel, Monroeville, PA
November 4-6	Eastern States Conference, Manchester, NH
November 8:	Election Day
November 11	Veterans Day (Department HQ Closed)
November 24 -25	Thanksgiving Holiday (Department HQ Closed)
December 23:	Christmas Holiday (Department HQ Closed)
December 26	Christmas Holiday (Department HQ Closed)
December 30:	New Year’s Eve Holiday (Department HQ Closed)

### **2023**

January 1:	New Year’s Day
January 2:	New Year’s Holiday (Department HQ Closed)
January 16:	Martin Luther King Jr (Department HQ Closed)
January 20 -22	Mid-Winter Conference: Wydham Gettysburg Hotel, Gettysburg, PA
January 22-27	VFW Auxiliary Mid-Year Conference – Mexico Cruise
February 20:	President’s Day (Department HQ Closed)
TBA	Voice of Democracy Celebration: Washington, DC
TBA	Legislative Conference, Washington, D.C.
March 23-25	Women Veterans Retreat – Pittsburgh Marriott North, Cranberry Twp, PA
April 7-10	Good Friday & Easter Holiday Weekend (Department HQ Closed)
April 14-16	VFW Auxiliary President’s Testimonial: Ramada Inn, State College
May 1:	Loyalty Day
May 30:	Memorial Day (Department HQ Closed)
June 14-18	Department Convention – Sheraton Hotel, Harrisburg, PA
June 19	Juneteenth (Department HQ Closed)

# “HONOR – SERVICE - MENTORSHIP”

## *Tools to Boost Membership*

### 4 Steps for the Post Commander in Planning A Successful Recruiting Campaign

#### **Step #1:**

- Select and organize a membership committee.
- Qualities of a successful Membership Chairman:
  - ✓ Popular, organized, good speaker, knowledgeable about the VFW, dedicated
- Qualities of a successful Committee member:
  - ✓ Active, knowledgeable about the VFW, dependable

#### **Step #2:**

- Develop a recruiting plan
- 5 Elements of a recruiting plan that works:
  1. Analysis of the current situation (Where you are in terms of members, recruitments, other Posts’ territories members and recruitments. Use last year’s membership as a base for your goals).
  2. Goal Setting (Where you want to go)
  3. Development of action plans
    - ✓ Territory and time management
    - ✓ Manpower management and planning
    - ✓ Recruiting meetings and techniques
  4. Implementation of action plans
    - ✓ Translate plans on paper into actions carried out by the recruiting team
  5. Tracking results
    - ✓ Use a system of controls and measurements to assure results are achieved

#### **Step #3:**

- Set realistic goals - Two types of goals in your plan should include: Quotas and Objectives **USE THE SMART** system for goal setting:
  - ✱ **SPECIFIC** - For example, the focus of the plan should not be just to increase recruiting by numbers, but to increase by a certain number through specific recruiting
  - ✱ **MEASURABLE** - A definite measure to increase members in your Post by a certain percentage or set number techniques
  - ✱ **ATTAINABLE** - Goals should require effort (ambitious), but attainable
  - ✱ **RESULTS ORIENTED** - Goals aimed at achieving a specific result
  - ✱ **TIMED** - Track your progress throughout the time to ensure you achieve goals at the end of the stated time. Consider setting up recruiting deadlines to coincide with National, Department and District/County awards so members are eligible for awards sponsored by National, Department, District and County.

#### **Step #4:**

- Plan your activities.
  - The 3 R’s of membership growth:
    1. Retain Continuous members
    2. Reinstate former members
    3. Recruit NEW members

## **“HONOR – SERVICE - MENTORSHIP”**

- Five proven recruiting techniques:
  1. Personal contact - Door-to-Door, membership booths, meetings
  2. Recruiting booths/tables
  3. Mail
  4. Referrals
  5. Telephone campaign. Note: Personal contact is the most effective way to reach prospective members. Whatever recruiting method you use, always arrange a face-to-face meeting with the prospect.

### **Periodicals**

Offer to make the State and National publications available for the waiting rooms of professional offices—doctors, dentists, lawyers, etc.—in your town. Place a membership application in the publication.

### **Public Service TV/Radio/Cable Network**

Advertise your Post. Tell the people you are going to have a Memorial Day Service, Veterans Day Service, Loyalty Day program or other Post or Auxiliary event that would attract community members. Remember, everyone is welcome. Get the word out through Public Service Announcements mailed for fazed to TV and radio stations. Call News Directors or Editors at your local stations for information about submitting Public Service Announcements.

### **Post Open House**

Have an open house at your Post with your officers and invite all veterans and their families from the surrounding community. Maybe you can sponsor a free buffet or dinner for local troops or military units that are departing to or returning from overseas deployment.

**“HONOR – SERVICE - MENTORSHIP”**



**VFW**

**VETERANS OF FOREIGN WARS.<sup>®</sup>**  
***NO ONE DOES MORE FOR VETERANS***